



UNIVERSITY OF
SOUTH DAKOTA
SIOUX FALLS

Government Operations and Audit Committee

October 13, 2026

BACKGROUND



2009

University Center opens as an SDBOR hub in Sioux Falls.



2022

USD assumes full management; campus rebranded USD – Sioux Falls.



Today

USD – Sioux Falls is now a coordinated public-university presence in South Dakota's largest population center.



A DISTINCT MISSION TO SERVE THE SIOUX FALLS REGION



Serving South Dakota residents, working adults, place-bound students and learners seeking flexible degree pathways.

South Dakota
Residents



Working
Adults



Place-bound &
Flexible Learners



Sioux Falls

90%

SD RESIDENTS

24%

OVER AGE 24

82%

FULL TIME

Vermillion

53%

SD RESIDENTS

4%

OVER AGE 24

93%

FULL TIME

FALL ENROLLMENT UPDATE



5-year lookback (since Fall 2021):

UP
44%
HEADCOUNT

UP
59%
DEGREE-SEEKING

UP
100%
FULL-TIME

UP
24%
FIRSTTIME

UP
104%
CONTINUING

STRONGEST GROWTH IN BUSINESS, EDUCATION AND HEALTH SCIENCES

Fall 2025 to Fall 2026:

- **Overall enrollment stable after several years of growth**
- **Stronger incoming and full-time mix:**
 - 20% growth in first-time, new undergraduate enrollment
 - 5% growth in full-time enrollment
 - Decline in part-time, non-degree-seeking enrollment



PROGRAMS ALIGNED WITH WORKFORCE NEEDS

HEALTH SCIENCES

Nurse Anesthesia Practice | Launched 2022

Enrollment has since grown to 56 students, with
roughly 900 applications per year



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PROGRAMS ALIGNED WITH WORKFORCE NEEDS

EDUCATION

Elementary Education | Launched 2022
Enrollment has since grown to 58 students



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PROGRAMS ALIGNED WITH WORKFORCE NEEDS

BUSINESS

- Traditional MBA | Expanded to the USD – Sioux Falls campus in 2025
 - Executive MBA | Launched in 2025
- Southeast Technical University | Beacom School of Business articulation agreement expansion in 2026





PROGRAMS ALIGNED WITH WORKFORCE NEEDS

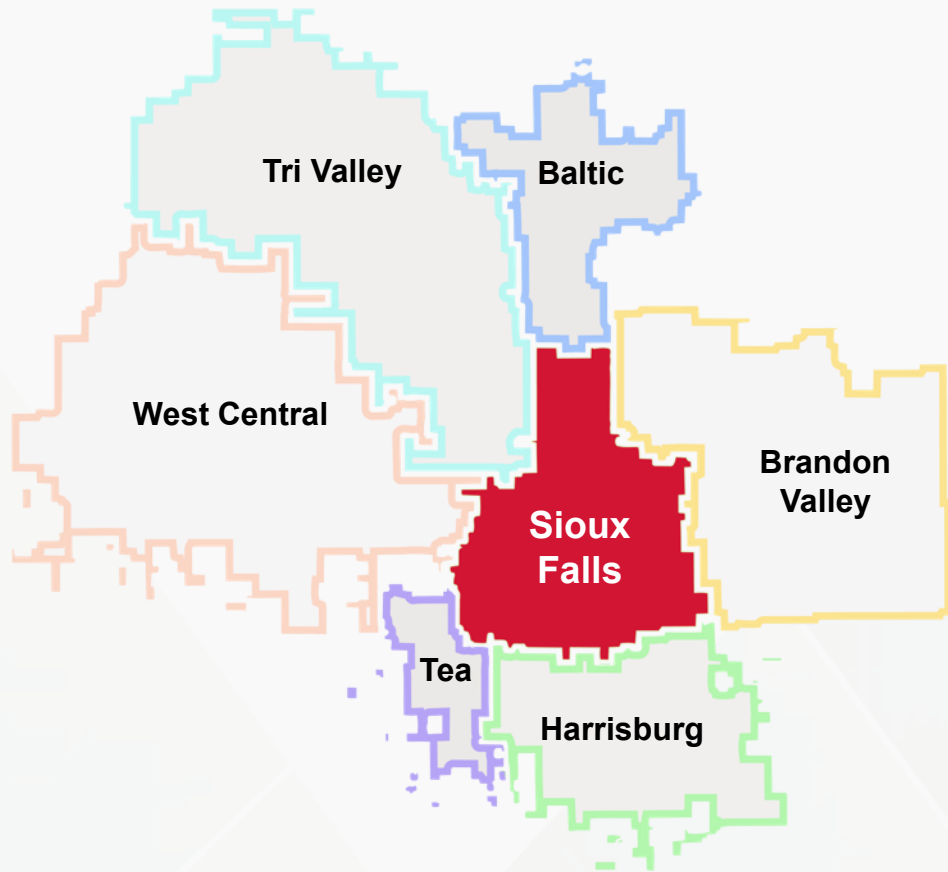
RESEARCH

Ongoing collaboration with the
USD Discovery District and GEAR Center



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REGIONAL DEMOGRAPHICS SUPPORT LONG-TERM OPPORTUNITY



Source: SD Department of Education Fall
Enrollment Census, December 2025

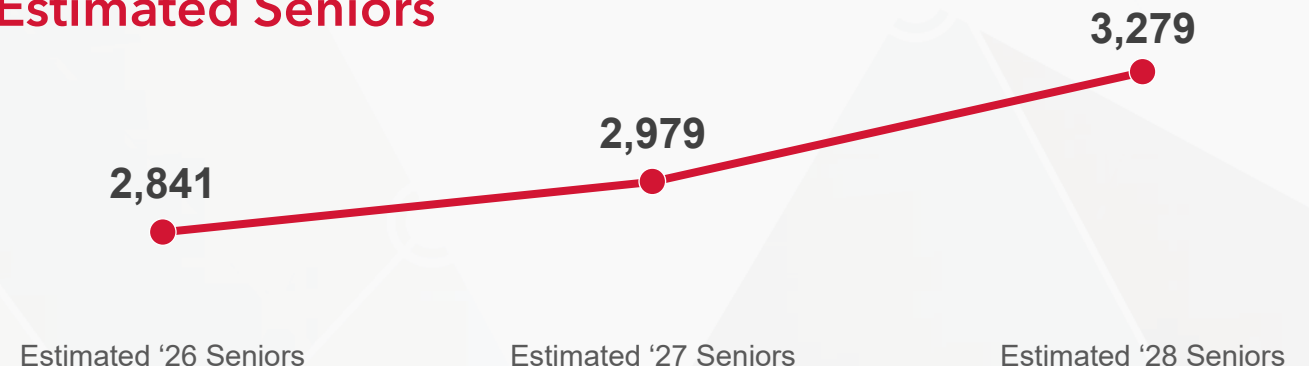
High School Graduates

+41%

GROWTH IN
REGIONAL SENIORS
SINCE 2013

In 2013, the Sioux Falls School District and the six bordering districts had 2,018 seniors (24% of the state total). By 2025, that grew to 2,841 seniors (30% of the state total).

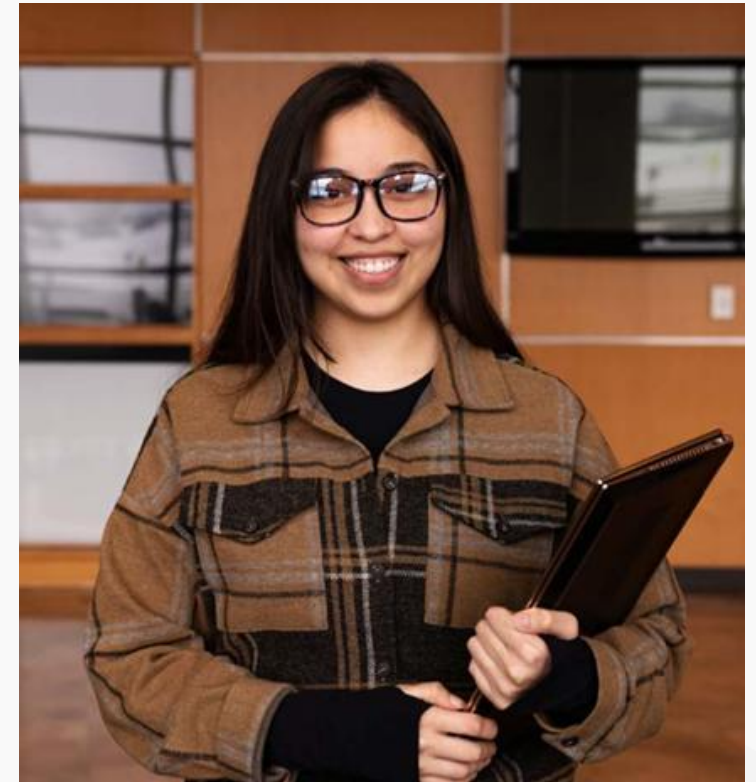
Estimated Seniors



EMERGING PRIORITIES

Looking Ahead: Access, Retention and Disciplined Growth

- Strengthen retention and re-enrollment of continuing students
- Sustain momentum among full-time and degree-seeking students
- Better serve working adults, part-time students and non-degree learners
- Explore additional programming aligned with regional workforce needs
- Expand brand awareness across the region



Operating Statement



UNIVERSITY OF
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	Community College for Sioux Falls				USD Sioux Falls Campus				
	<u>FY19</u>	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u>	FY25	FY26	<u>FY27 Projections</u>
Total Credits Generated ¹	14,734	11,337	7,548	6,865	11,269	13,009	14,451	15,773	15,156
Students Served ¹	1,436	1,222	868	694	974	1,086	1,222	1,216	1,111
REVENUES									
Campus Tuition (net of HEFF)									
USD ^{1, 2}	2,249,572	2,381,696	1,853,737	1,751,051	2,877,304	3,291,125	3,758,143	4,151,540	4,326,519
SDSU	1,189,769	621,124	241,273	85,022	-	-	-	-	-
DSU	491,797	162,580	13,121	-	-	-	-	-	-
Total Tuition	3,931,138	3,165,400	2,108,131	1,836,072	2,877,304	3,291,125	3,758,143	4,151,540	4,326,519
Student Fees									
USD ²	-	-	-	-	738,849	981,412	1,242,244	1,544,340	1,707,835
SDSU	-	-	-	-	-	-	-	-	-
DSU	-	-	-	-	-	-	-	-	-
Total Fees	-	-	-	-	738,849	981,412	1,242,244	1,544,340	1,707,835
Other Revenue ³									
General Funds	-	-	-	-	1,806,106	2,016,004	2,073,810	2,149,475	2,193,957
Extramural	-	-	-	-	1,930,274	2,156,274	2,198,960	1,795,033	1,911,924
Institutional Support	-	-	-	-	316,446	557,254	529,177	411,862	522,327
Private	-	-	-	-	300,000	300,000	300,000	300,000	150,000
Rentals	215,876	211,425	215,673	213,171	252,684	123,765	130,035	121,602	142,716
Testing Services	55,956	43,903	14,826	14,078	11,568	16,615	17,638	11,171	11,171
Auxiliary Operations	167,062	263,215	136,295	78,092	320,569	223,792	224,050	170,947	158,289
Other/Misc.	-	-	-	-	-	3,000	1,462	2,686	-
Total Other Revenue	438,894	518,543	366,794	305,341	4,937,647	5,396,703	5,475,132	4,962,776	5,090,383
Total Revenues	4,370,032	3,683,943	2,474,925	2,141,413	8,553,800	9,669,240	10,475,519	10,658,655	11,124,737

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	Community College for Sioux Falls				USD Sioux Falls Campus				
	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27 Projections
EXPENSES									
Campus Instructional Costs ⁴									
USD	734,420	1,387,194	1,250,765	1,066,970	2,918,619	4,098,570	4,523,984	4,943,992	5,317,617
SDSU	538,997	349,847	221,547	64,522	-	-	-	-	-
DSU	273,021	107,378	8,544	-	-	-	-	-	-
Total Campus Instructional Costs	1,546,439	1,844,419	1,480,857	1,131,492	2,918,619	4,098,570	4,523,984	4,943,992	5,317,617
USD SF Operating Costs ⁵									
USD	955,351	1,138,730	1,081,105	1,172,234	1,834,823	1,798,083	1,867,335	1,836,898	1,996,779
SDSU	955,351	140,367	54,525	19,214	-	-	-	-	-
DSU	260,551	36,741	2,965	-	-	-	-	-	-
CCSF	413,760	518,543	366,794	305,341	-	-	-	-	-
Total USD SF Operating Costs	2,585,012	1,834,381	1,505,389	1,496,789	1,834,823	1,798,083	1,867,335	1,836,898	1,996,779
Other Expenses ⁶									
USD	-	-	-	-	3,362,687	2,836,543	3,064,966	2,773,216	2,625,562
SDSU	-	116,274	-	-	-	-	-	-	-
DSU	-	-	-	-	-	-	-	-	-
CCSF	-	-	-	-	-	-	-	-	-
Total Other Operating Costs	-	116,274	-	-	3,362,687	2,836,543	3,064,966	2,773,216	2,625,562
Overhead ⁷									
USD	212,135	224,594	174,807	165,124	806,623	911,809	987,841	1,005,111	1,049,063
SDSU	112,195	58,572	22,752	8,018	-	-	-	-	-
DSU	46,376	15,331	1,237	-	-	-	-	-	-
Total Overhead	370,706	298,497	198,797	173,142	806,623	911,809	987,841	1,005,111	1,049,063
Total Expenses with Overhead	4,502,157	4,093,571	3,185,043	2,801,422	8,922,752	9,645,006	10,444,127	10,559,217	10,989,020
Net Revenue after Overhead									
USD	347,666	(368,821)	(652,941)	(653,278)	(368,952)	24,235	31,392	99,438	135,717
SDSU	(416,774)	(43,936)	(57,551)	(6,731)	-	-	-	-	-
DSU	(88,152)	3,130	374	-	-	-	-	-	-
CCSF	25,134	-	-	-	-	-	-	-	-
Total Net Revenue after Overhead	(132,125)	(409,628)	(710,118)	(660,009)	(368,952)	24,235	31,392	99,438	135,717
Contribution Margin Before Overhead	5.5%	-3.0%	-20.7%	-22.7%	5.1%	9.7%	9.7%	10.4%	10.6%
Contribution Margin After Overhead	-3.0%	-11.1%	-28.7%	-30.8%	-4.3%	0.3%	0.3%	0.9%	1.2%

Proformas vs Actuals



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USD SIOUX FALLS -5 YEAR PROJECTIONS (As Presented to GOAC 2022, JCA 2023)					
	<u>FY23</u>	<u>FY24</u>	<u>FY25</u>	<u>FY26</u>	<u>FY27</u>
CREDIT HOURS (Su,Fa,Sp)	12,643	13,735	15,009	16,278	17,494
STUDENTS SERVED (Su,Fa,Sp)	993	1,030	1,086	1,145	1,202
REVENUES	8,476,235	9,074,201	9,607,192	10,069,632	10,505,874
EXPENSES*	8,812,350	9,236,142	9,679,052	9,965,482	10,164,277
Net Operating	(336,114)	(161,942)	(71,860)	104,150	341,597
USD SIOUX FALLS - ACTUALS					
	<u>FY23</u>	<u>FY24</u>	<u>FY25</u>	<u>FY26</u>	<u>FY27</u> Projections Updated Oct 26 for GOAC 2026**
CREDIT HOURS (Su,Fa,Sp)	11,269	13,009	14,451	15,773	15,156
STUDENTS SERVED (Su,Fa,Sp)	974	1,086	1,222	1,216	1,111
REVENUES	8,553,800	9,669,240	10,475,519	10,658,655	11,124,737
EXPENSES*	8,922,752	9,645,006	10,444,127	10,559,217	10,989,020
Net Operating	(368,952)	24,234	31,392	99,438	135,717
*Expenses include institutional overhead assessment of 9.43% Net margins before overhead: FY23 +437,671 (+5.1% net margin) FY24 +936,044 (+9.7% net margin) FY25 +1,019,233 (+9.7% net margin) FY26 +1,104,549 (+10.4% net margin) FY27 Projected +1,184,779 (+10.6% net margin) **FY27 projected numbers to be revisited after Spring 27 census					



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GO YOTES!